

## THIS MONTH:

10/28/14 (First part held  
9/30/14):

Val Morgan - *Making it work  
in the state of Washington*,  
Job Development sales  
fundamentals, selling skills  
training/selling strategies for  
employment consultants,  
how to gain a working  
knowledge of business, who  
are your business prospects,  
selling steps for job  
development, recognizing  
business needs and  
integrating it into your  
service approach.  
Employment First  
Community of Practice  
Webinar  
1 p.m. -2 p.m.

**October 30 - November  
2, 2014**

National Rehabilitation  
Association 2-14 Training  
Conference, co-hosted by  
Iowa Rehabilitation  
Association Chapter  
Des Moines Marriott

# OCTOBER 2014

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	
		Employment First Community of Practice Webinar		National Rehabilitation Association Training Conference		